

## Message Text

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INFO OCT-01 AF-10 ISO-00 EB-07 SSO-00 RSC-01 USIA-15 /034 R

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS IMMEDIATE

UNCLAS STATE 267985

E.O. 11652: N/A

TAGS: ENRG, BEXP, BMEP, NI, US

SUBJECT:MAJOR PROJECTS BUSINESS FORUM

REF: A. LAGOS 7071 B. LAGOS 10921

FOR JOHN MCGRATH

1. COMMERCE IS PREPARED TO ORGANIZE AND CONDUCT PROGRAM DESIGNED TO AID U.S. INDUSTRY IN ADDRESSING SPECIFIC MAJOR PROJECTS AS SUGGESTED BY EMBASSY BUT NOT EXACTLY ALONG LINES OUTLINED REF B. DELAY IN BROACHING SUBJECT WITH NYGERIAN OFFICIALS MAY NOT BE TOO SERIOUS. USUALLY WE PREFER TO DEVELOP SPECIFIC FORMULA FOR FORUM BEFORE COMMENCING DIALOGUE SO AS TO HAVE REFERENCE POINT FROM WHICH TO WORK.

2. SHOULD EMBASSY NEVERTHELESS DEEM IT DESIRABLE TO ACT THIS WEEK, THE VISIT SHOULD BE PRESENTED AS A U.S. INDUSTRY TASK FORCE. IT IS ADVISABLE FOR FINAL DETAILS TO BE ARRANGED BY EMBASSY IN CONCERT WITH COMMERCE ADVANCED OFFICERS, BUT FOR PRELIMINARY DISCUSSIONS WITH GON THE FOLLOWING CAN PERTAIN:

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A. TIME FRAME OF 2 AND ONE HALF TO 3 DAYS DURING WEEKS

OF FEBRUARY 3 - MARCH 3 ACCEPTABLE. PREFER WEEK OF MARCH 3.

B. PRINCIPLE OBJECTIVE OF MEETINGS WILL BE TO INTRODUCE DECISION-MAKING LEVEL U.S. EXECUTIVES FROM SELECTED FIRMS, MOSTLY VICE PRESIDENTS, TO KEY GON OFFICIALS RESPONSIBLE FOR DECISIONS RELATING TO ALL GAS AND OIL UTILIZATION PROJECTS.

C. THEME WILL BE U.S. SYSTEMS EXPERTISE AND PROCESS TECHNOLOGY.

D. AGENDA SHOULD REVOLVE AROUND INTRODUCTION AND COURTESY CALLS, AND BRIEFING VISITS IN WHICH NYGERIANS MAKE PRESENTATIONS RELATING TO DEVELOPMENT PLANS, PARAMETER OF MAJOR UPCOMING PROJECTS, STRUCTURE OF GOVERNMENTS ENTITIES RESPONSIBLE FOR GAS AND OIL UTILIZATION, ETC. PROVISION CAN BE MADE FOR DAY-LONG U.S. INDUSTRY PRESENTED SEMINAR ON LNG DIVIDED BETWEEN LIQUIFAC-TION EXPERTISE AND LNG CARRIER CAPABILITY.

E. PRELIMINARY SOUNDINGS INDICATE PRESENTATIONS CAN BE MADE BY PROCON ON BRUNEI EXPERIENCE; AIC PRODUCTS ON CRYOGENIC SYSTEMS; CHEMICO ON ALGERIAN EXPERIENCE; AVONDALE AND GENERAL DYNAMICS ON LNG CARRIER SYSTEMS AND ECONOMICS.

F. GROUP SIZE WOULD NOT EXCEED 20 INCLUDING 2-3 USG OFFICIALS, AND WOULD IDEALLY BE AROUND 15.

G. EXERCISE WOULD BE CONDUCTED AT NO COST TO USG EXCEPT FOR TRAVEL AND PER DIEM OF USG REPRESENTATIVES. KISSINGER

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